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QUARTERLY REPORT #7

SMALLHOLDER TECHNOLOGY & ACCESS TO MARKETS PROGRAM (USAID-STAMP)



April - July 2012

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fintrac

Fintrac Inc.

www.fintrac.com
info@fintrac.com

US Virgin Islands
3077 Kronprindsens Gade 72
St. Thomas, USVI 00802
Tel: (340) 776-7600
Fax: (340) 776-7601

Washington, D.C.
1400 16th Street NW, Suite 400
Washington, D.C. 20036 USA
Tel: (202) 462-8475
Fax: (202) 462-8478

USAID-STAMP

5 Premium Close
Mt. Pleasant Business Park
Mt. Pleasant, Harare
Zimbabwe
STAMP@fintrac.com
www.Zim-STAMP.org

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The views expressed in this publication do not necessarily reflect those of the United States Agency for International Development or the United States Government.

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I. EXECUTIVE SUMMARY

This is the seventh quarterly report (April-June 2012) for the United States Agency for International Development Smallholder Technology and Access to Markets Program (USAID-STAMP), funded under the USAID/Zimbabwe Cooperative Agreement No. 674-A-00-10-00088-00 with Fintrac Inc.

Seventh quarter achievements included:

- 2,259 smallholder farmers attended training in good agricultural practices during this quarter resulting in 1,153 unique trainings (48 percent women), this brings the total number of unique training participants in FY2012 to 6,339.
- 2,413 unique smallholder farmers (71 percent women) participated in 143 health and nutrition trainings conducted by USAID-STAMP. Many farmers attended more than one training, with some participating in up to 14 different training events.
- Seven farmers were certified as seed potato producers, which will not only provide increased incomes for those certified but also provide lower-cost seed to rural farmers.
- Sixteen commercial organizations showcased their goods and services at an agricultural show held in Bende. 117 farmers were linked with the input and credit service providers they need to ensure increased yields.
- With assistance from program partner Zimflora, a potential new filler flower was introduced for smallholder production which will give a potential gross margin return of \$8,938 per hectare.
- As a result of USAID-STAMP assistance, 16 hectares of macadamia will be left under production by smallholder farmers at the close-out of program activities. With continued support from Tanganda this will increase to 80 ha over the next two years.
- Women's involvement in paprika production was recognized at agricultural field days and labor-saving prizes were given.
- Field program activities ended June 30 with all program operations coming to an end as of July 31.

2. PROJECT OBJECTIVES

2.1 PROJECT DESCRIPTION AND OBJECTIVES

USAID-STAMP is a 22-month initiative supported by the American people through the United States Agency for International Development. The program aims to increase the food security of smallholder farmers by expanding market access and increasing productivity, which will result in improved income generation and significantly impact the lives of more than 4,500 rural families.

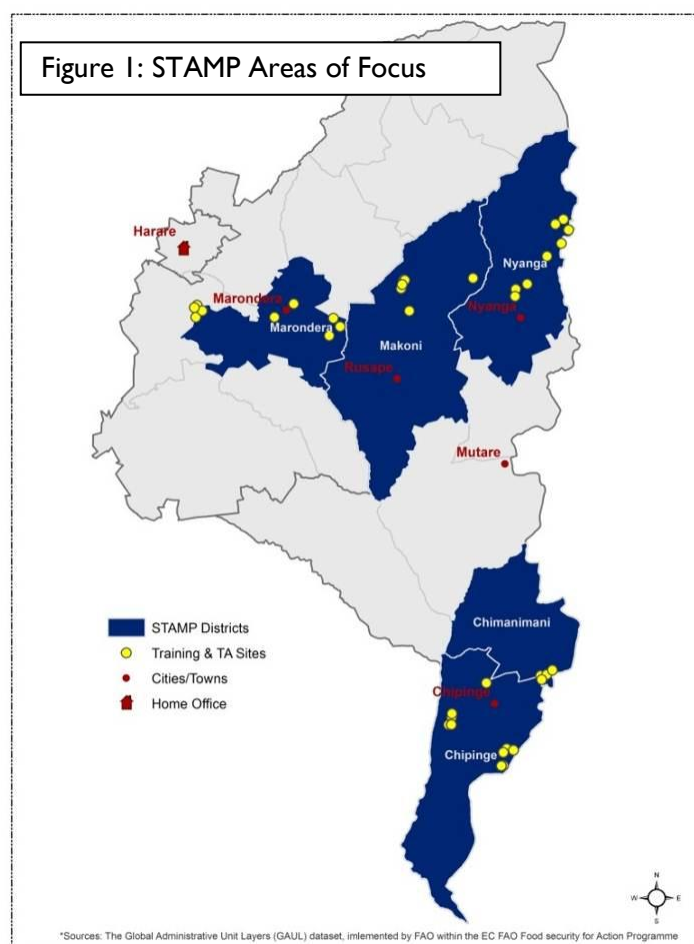
USAID-STAMP's mission is to increase smallholder sales and incomes from the production and marketing of high-value horticultural crops and products using environmentally-friendly farm technologies and good agricultural practices. All proposed activities will include efforts to address the impact of HIV/AIDS on rural communities, and will encourage women and youth to become aware of the business potential of horticulture. The program is scheduled to continue through July 2012; long-term sustainability will be achieved through partner alliances.

2.2 GEOGRAPHIC FOCUS

USAID-STAMP is being implemented in Mashonaland East and Manicaland provinces, with three field agronomists operating from Marondera, Nyanga, and Chipinge, managing seven partner alliances. The geographical focus for the 2011 to 2012 season focuses on five districts (Chipinge, Chimanimani, Nyanga, Makoni, and Marondera), which encompasses 22 wards in total.

2.3. COMMUNICATIONS AND REPORTING

USAID-STAMP's work with smallholder farmers and commercial partners was highlighted in three monthly bulletins that created a high-level of interest in current field activities among key stakeholders. In addition to these monthly bulletins, USAID-STAMP produced three new snapshots that have been posted to the project's Web site and included in this report (Annex III). Three monthly financial statements were submitted and posted to the intranet site (www.fintrac.com/stamp).



3. ACTIVITIES

3.1. INCREASED AGRICULTURAL PRODUCTIVITY

Quarter seven served as the final quarter for the USAID-STAMP program with all field activities ending as of June 30; all project activities officially closed out as of July 31. Trainings and technical assistance visits on productivity focused on cementing the good agricultural practices introduced over the last 22 months with a special focus on harvest and postharvest techniques and technologies.

3.1.1 Crops

Paprika

In the final quarter of the USAID-STAMP program, 586 farmers (58 percent women) attended agronomic training events conducted by agronomists from USAID-STAMP and program partner Extracts Inc. Additionally, 567 paprika growers (63 percent women) attended health and nutrition workshops facilitated by USAID-STAMP program partner FACT, as described in section 3.3.2. As farmers are currently harvesting their paprika, training sessions focused on support for harvesting techniques and improved grading and storage. With program assistance, black plastic sheets were distributed to 1,000 growers on a cost-recovery basis to assist with the drying process and to reduce potential levels of aflatoxin and other contaminants (see section 3.1.2 for further information).

Traditionally, the communal grazing period in Zimbabwe begins June 1. This allows time for all crops to be harvested before livestock are allowed to graze freely on communal land. However, this year, communal grazing began two months earlier than expected, forcing some paprika farmers to harvest ahead of schedule. As a result, there is a strong likelihood that this paprika will be downgraded to premature or 'P' grade and will not be bought by Extracts under the prevailing market conditions. A premature grade would normally be purchased at 20 percent the value of Grade A paprika (\$0.30/kg).

A final analysis of USAID-STAMP's impact on beneficiary paprika farmers will be included in the final report.



Photos by Fintrac Inc.

USAID-STAMP worked with thousands of paprika farmers, introducing good agricultural practices and quality inputs that will help the farmers achieve better prices for their crops. The program also linked the growers with a commercial buyer, Extracts Inc.

Bananas

This quarter, 1,184 farmers (39 percent women) attended 44 training events on good agricultural practices and postharvest management around banana production. Additionally, 764 beneficiary banana farmers (63 percent women) attended health and nutrition trainings facilitated by program partner FACT as described in section 3.3.2.

USAID-STAMP beneficiaries were harvesting their bananas this quarter, therefore training and technical assistance visits targeted harvest and postharvest activities. USAID-STAMP trained program beneficiaries on how to correctly separate hands of bananas from the overall bunch. This process increases the value of the bananas sold as they fit the standards sought by consumers in the market place. USAID-STAMP provided additional training on proper handling of banana bunches to prevent damage. It was previously common practice for farmers to cut down entire bunches from the tree, causing the ripe fruit to fall to the ground and bruise. USAID-STAMP introduced a technique of cutting the trees at angle, which allows the farmers to shoulder the bunches, preventing bruising and increasing value.

This quarter, USAID-STAMP continued to work with partner Rusitu Valley Fresh Produce (RVFP) on distributing the funds they owe to banana farmers. In addition, the program worked with the beneficiary farmers on repaying the required recoverable funds from inputs. Meetings continued at all levels of traditional leadership to ensure a greater understanding of the difference between RVFP and USAID-STAMP. Although the Chiefs and Headmen fully support the program and are able to clearly separate the roles of USAID-STAMP from RVFP, this distinction in some cases had not filtered down to the Village Heads and farmers themselves. Non-payment of farmers by the partner remains an ongoing issue, and although it was agreed that farmers would be paid in full by the end of July, only \$531 of the outstanding \$18,864 has been paid to the farmers to date. It is not certain that the farmers will receive their final payments before the end of July, in which case the Grower's Trust will declare the joint venture with Peall Africa Investments null and void.

Proteas

This quarter, USAID-STAMP and program partner Zimflora's technical assistance visits continued to support the introduction of proteas as a new smallholder crop in Zimbabwe. Zimflora experts provided one-on-one assistance to beneficiary farmers on pruning techniques, which will ensure maximum flower production and appropriate stem length. USAID-STAMP and lead client farmers encouraged beneficiary farmers to maintain the irrigation schedules introduced during training sessions, especially during the dry winter months. USAID-STAMP and Zimflora held a field day to recognize the best protea growers based on rigorous selection criteria including: stand count, overall plant vigor, and the use of program-



Photo by Fintrac Inc.

Statice seedlings germinate in a program-supported nursery. Statice is being introduced in addition to proteas for smallholders to use as filler flowers in Zimflora bouquets, creating an additional stream of income.

introduced agricultural practices such as mulching, composting, and recordkeeping. The successful field day further encouraged beneficiary farmers to continue the use of the good agricultural practices introduced by USAID-STAMP to ensure the production of top-quality flowers.

With assistance from USAID-STAMP, additional development trials began this period to introduce statice, a filler flower, as a potential smallholder crop. Statice will eventually be used to enhance the Zimflora bouquet range. With the introduction of proteas and statice, Zimflora expects an increased demand for its pre-made bouquets. Zimflora has further invested in this range by hiring a floral artist to help improve their designs. Local bouquet sales have already risen thanks to an increased demand from leading supermarket chains. With USAID-STAMP assistance, four growers transplanted statice seedlings this quarter. This new crop will be harvested in September of this year. USAID-STAMP estimates that statice has the potential to provide a gross margin income of \$8,938 per hectare for smallholder farmers. If the initial trial proves successful, the production of this filler flower can be ramped up to include a greater number of growers.

Irish potatoes

USAID-STAMP trained 694 (37% women) smallholder potato farmers at 24 training events in Nyanga and Chipinge this quarter. Pesticide safety continues to be a focus of the USAID-STAMP program and trainings this quarter focused on calibrating knapsack sprayers to ensure environmental and human safety. The 140 technical assistance visits conducted during this period focused on harvesting and grading as many beneficiary farmers are in the final stages of potato production.

USAID-STAMP has been encouraging farmers in both Chipinge and Nyanga to plant potatoes as a potentially high-value winter crop. A handful of farmers in Chipinge have followed this advice and are planting their first trial of potatoes to be grown during the winter months. The more experienced potato farmers in Bende have a longer tradition of planting potatoes during the winter, and consider this season their first major planting of the year. The risk of producing potatoes in winter is always high, as some farmers in Bende discovered when their crop was hit by severe frost in early June. While this damage, which affected about 25 percent of the growers, will have a negative impact on yields, the higher prices that winter potatoes achieve in the market will help compensate for any volume loss. To help prevent any future losses due to frost, USAID-STAMP conducted frost



Photo by Fintrac Inc.

Potato farmers in Bende suffered from a severe frost in early June. USAID-STAMP is working with potato producers to harvest a healthy winter crop, which fetch a higher price on the market and can make up for losses incurred due to weather.

preventative trainings, which included techniques such as clearing vegetation from the bottom of fields to allow cold air to drain, stopping irrigation before 3 p.m. to allow time for the crop to dry before nightfall, the use of copper oxychloride to reduce the presence of ice-nucleating bacteria, and the use of smoke to prevent frost.

A major achievement of the USAID-STAMP intervention in Bende this quarter was the successful certification of seven farmers as seed potato producers. Final site visits were conducted by inspectors from the Department of Seed Services in conjunction with personnel from the Seed Potato Co-op. The fact that smallholder farmers in Bende are now able to produce their own certified seed will go a long way to ensuring top-quality, affordable planting material is readily available throughout the district. This certification complements trainings USAID-STAMP has been

conducting over the last few months that emphasized the importance of obtaining virus-free seed to ensure high yields and potato quality.

Unfortunately, not all growers participating in the program were certified as seed potato producers. The most common reasons for disqualification of USAID-STAMP participating farmers were:

- Crop sold prior to inspection as farmers required funds urgently.
- Poor stand and production levels due to poor quality seed supplied by Seed Potato Co-op.
- The incidence of *Fusarium* wilt in the crop.

One of the largest constraints facing the secluded potato growers in Bende is a complete lack of access to agrodealers. In order to purchase the agricultural supplies needed to ensure maximum yields, farmers must make a two-hour trip to the closest town. There is no public transport in Bende, making this trip time-consuming and costly, and delaying farmers from accessing the agricultural inputs needed to control pests and diseases, resulting in potential crop loss. To help address this constraint, USAID-STAMP facilitated a mini-agricultural show, which served to link the potato farmers with agrodealers, credit suppliers and buyers. Farmers in Bende produce up to 500 hectares of potatoes a year, which presents a significant market opportunity for interested input suppliers.



Photo by Fintrac Inc.

Farmers met with agrodealers at the Bende agricultural trade show. Bringing inputs to remote areas goes a long way to improving rural farmers productivity.

At the agricultural show, smallholder farmers met with chemical, fertilizer, irrigation, and packaging input suppliers as well as banks and fresh produce traders. Sixteen commercial companies braved the cold weather to exhibit their goods and services to 117 farmers. The day was a resounding success with both the exhibitors and farmers giving positive feedback.

Josiah Mugano expressed his gratitude, stating, "This has never happened in Bende. We need another day like this during potato harvesting period for us to buy all these useful items. This project is bringing meaningful development to the community."

The farmers were able to get price comparisons from competitive suppliers and also verify prices on the packaging materials

that are normally supplied by their buyers. As a result of this show, farmers realized other buyers had been paying them for 15 kilogram bags of potatoes when the bags were closer to 20 kilos when filled. They also learned they were being overcharged for packaging materials. The agricultural show gave USAID-STAMP beneficiary farmers the knowledge and contacts needed to purchase their own supply of standard-sized packaging at a fair price.

The exhibitors at the agricultural show have begun exploring the possibility of establishing a local outlet in Bende to further support the potato farmers in that region. The farmers look forward to the prospect of buying inputs locally, avoiding the high transport costs of traveling to the nearest town. The growers who attended the agricultural show expressed their appreciation for having been given the opportunity to sustainably access materials and credit for inputs that will enhance their production and ultimately put money in their pockets.

USAID-STAMP also facilitated a farmer-to-farmer visit that was one of the program highlights for 18 smallholder farmers from the Tanganda outgrower scheme in Chipinge. The Tanganda farmers, who were growing potatoes for the first time, were able to visit the more experienced potato farmers in Bende. This visit was an eye opener for the Chipinge farmers as it confirmed that potatoes could be a lucrative crop for smallholders and not, as many had originally perceived, only for large-scale

commercial farmers. During the visit, the farmers from Chipinge and Bende discussed technical details around potato production and marketing. This visit helped reinforce the training messages delivered by USAID-STAMP.

“The trip was excellent, we learned a lot from the Bende farmers. We will take these lessons and adopt them at home,” said Selina Mhlanga of the Gwenzi Group.

Isaac Mahaka commented, “This is a perfect educational trip. This has never happened in Gwenzi area where I have lived for my whole life. Thank you Fintrac and Tanganda.”

Other crops

Macadamias

This quarter, USAID-STAMP agronomists and Tanganda field clerks provided ongoing technical assistance to the 160 growers who received Macadamia seedlings with support from the Program. Trainings focused on addressing potential hazards this plantation crop may face over the dry winter months, including instruction on basic frost protection measures and encouraging the maintenance of fire breaks. To date, farmers have been diligent in maintaining the 0.1 ha of land they have devoted to macadamia and have followed USAID-STAMP instruction to continue watering the trees until the rains begin in October.

This quarter, Tanganda continued to propagate macadamia cuttings eventually aimed at smallholder production. These cuttings are currently growing under plastic tunnels on Jersey Estate. The new seedlings will be ready for distribution after the current plantings have been inspected to assess each farmer’s management ability before expanding their production. Tanganda has assured the program farmers of their continued support and hope to expand each grower’s plantation to over 0.5ha - this will result in a total of 80ha of macadamia under production by smallholder farmers by 2014.



Photo by Fintrac Inc.

Propagation of macadamia cuttings for smallholder farmers at Tanganda’s nursery being grown under plastic crop covers to protect against frost.

3.1.2 Technologies

Mechanical tiller

USAID-STAMP has established that one of the main constraints facing potato growers in Bende was the lack of mechanization. Farmers were losing up to 20 percent of their yield because they lacked the proper equipment. The current rate for hiring a tractor to plow the land is \$100 per acre plus 25 liters of diesel, an astronomical expense for many smallholder farmers. Additionally, it is often difficult to access the tractors at the appropriate time. Most farmers have oxen, but the draft animals do not plow the soil deep enough for effective potato planting.

The program helped one potato farmer purchase a mini tractor-tiller. Paminas Musvipa is a successful grower with excellent credit. Through a loan from Trust Bank, Musvipa bought the machine and is renting it out to other farmers in his community. He will repay the loan by April 2013. The mechanized tiller is versatile and can be easily handled by women. The machine can plough, lift potatoes, and can carry up to one ton of potatoes or fertilizer.

This machine will benefit the community at large particularly where growers have resorted to digging their potatoes by hand. It will be a major labor saving device allowing farmers to focus on other income generating activities.



Photos by Fintrac Inc.

Mechanized tillers are both cost-effective and time-saving for smallholder farmers. They are easily maneuverable and versatile, and benefit farming communities at large.

Plastic sheets for paprika drying

The plastic sheets that were distributed to most of the paprika growers on a cost recovery basis had a notable impact on the final quality of paprika. Traditionally the growers dried paprika on granite outcrops, if they were close by, or on swept bare ground. Although the size of plastic sheet distributed drew some complaints from the growers as being too small, the partner felt the cost of inputs were already as high as the farmers would be able to cope with. USAID-STAMP partner has been particularly pleased with the initial quality of the paprika, saying, “there is notable improvement in the dried product as it is now a better quality food grade without foreign bodies such as sticks, leaves and small stones. The plastic sheets definitely helped.” Extracts estimated that there is a 70 percent improvement in paprika quality being bought from the smallholders this season.



Photos by Fintrac Inc.

By introducing plastic sheets for drying paprika (right) instead of the traditional granite method (left), farmers are improving the quality of their final product and receiving higher prices for their valuable crop.

3.2 EXPANDED MARKET ACCESS

USAID-STAMP's marketing activities came to a close this quarter. More detailed crop information will be provided in the final report, but it is important to note that some target crops will not be harvested or sold until after the program closes on July 31.

Paprika

The 2012 paprika buying season started well with USAID-STAMP program partner Extracts Inc., rapidly mobilizing its resources and purchasing a large quantity of product early. However, momentum slowed in June due to market pressures and logistical challenges. The start-up buying price of \$1.50/kg for A grade paprika was initially resisted by the smallholder farmers who wanted to hold out for a price of \$1.70/kg. This is significantly above the break-even price of \$0.80–0.90/kg. Throughout the life of the program, USAID-STAMP has worked with beneficiary farmers to better understand how product is priced and the influence of global supply and demand on the prices buyers may offer in Zimbabwe. Currently, world paprika prices are under pressure due to increased production of paprika in China, which has increased supply and lowered the price of paprika worldwide. Unconfirmed reports state that good quality, food-grade paprika (with low aflatoxin levels) is arriving in South Africa from China at prices as low as \$1.70/kg. When the USAID-STAMP beneficiary farmers learned that Extract's primary competitor, Capsicum, was purchasing paprika at only \$1.30/kg, they began selling to Extracts.

With increased competition in the South African market from Chinese suppliers, Extracts has begun to actively pursue new markets in Spain that will offer a higher return and enable them to maintain a buying price of \$1.50/kg. However, the Spanish market primarily purchases paprika for extraction purposes rather than spice and has more stringent food quality requirements and control measures when compared to South Africa. As a result, Extracts spent this quarter rigorously testing all paprika currently stored in their warehouse for both aflatoxin and ASTA levels. The ASTA levels achieved by smallholder in Zimbabwe are extremely variable (scores of 180-320/kg) and are affected primarily by fertilization and climatic factors.

ASTA is the international system used to measure extractable color. Paprika prices are generally given per ASTA unit and per kilogram - the darker the red color, the higher the ASTAs, the higher the quality, and the higher the prices achieved. Good-quality paprika usually measures an ASTA level of over 300.

ASTA levels vary depending on a number of factors including fertilizers used and stresses experienced during production.

Bananas

The quantity of harvested bananas significantly dropped over the last quarter as a result of increasing colder weather and the onset of frost in some areas. Banana production also decreased due to the lack of rainfall, with most growers having no access to irrigation. With the absence of meaningful purchases by Rusitu Valley Fresh Produce, USAID-STAMP assisted program beneficiaries identify other markets for their banana crop. USAID-STAMP enlisted seven buyers who are prepared to ignore the logistical challenges present in Rusitu Valley and purchase from the program farmers. This quarter, buyers were purchasing between 70 to 90 tons of bananas per week with prices ranging between \$0.18 and \$0.23 per kilogram depending on the quality, which resulted in \$192,000 cash injection.

While overall program results will be presented in the final report, USAID-STAMP noted prices for bananas have progressively increased for farmers who have followed program advice in adopting good agricultural practices. Farmers like Duncan Nyamadzawo are achieving prices as high as \$0.25 per kilogram due to the superior quality obtained from adopting the program-supported techniques and technologies.

Potatoes

Overall sales of potatoes have slowed as most of the summer crop in Bende and Chipinge was harvested last quarter. The next major harvest is expected in July from the Bende smallholders' March plantings as discussed in section 3.1.1. This quarter, USAID-STAMP noticed a decrease in demand for potatoes when compared with the same season in previous years. This is a result of increased national potato production and geographic and logistical preferences of key buyers. The increased production temporarily reduced prices for potatoes, but they have since stabilized at \$12 for a 15 kilogram pocket of large potatoes.

Despite the success in registering smallholder farmers as seed producers in Bende, Seed Potato Co-op did not purchase all of the seed from these newly-registered producers. Seed Potato Co-op had a large stock of AA grade seed in the warehouse and has not, as of yet, needed additional supplies of the lower single A grade seed. However, with assistance from USAID-STAMP, many of the new seed producers were able to sell their product to other farmers in preparation for the August planting. While these prices were lower than those offered by Seed Potato Co-op (\$35 for a 30 kilogram pocket), most of the seed producers still achieved a price higher than that of table potatoes, usually averaging \$28 for a 30 kilogram pocket. The newly-certified seed producers also benefited from their certification; retaining enough seed for their own future plantings and selling the larger-sized potatoes into the fresh market.

3.3. OTHER CROSS-CUTTING THEMES

3.3.1 Gender

This quarter, USAID-STAMP dedicated a portion of time at paprika field days to acknowledging and rewarding the role women play in producing this crop. The field day committees nominated a female farmer from each producer group they considered to be the strongest based on pre-determined criteria, including:

- Female farmers were required to come from female-headed households.
- The candidates should have the best paprika production in the group.
- The candidates should have a high-level of adoption of the program-introduced good agricultural practices.



Photo by Fintrac Inc.

A farmer receives a weed wipe as a reward for her high-quality paprika crop. Weed wipes reduce the amount of time and energy women spend on weeding.

In recognition of the work these women put into producing paprika, each selected female farmer was given a weed wipe and a bag of high-quality fertilizer. Weed wipes, a new technology in Zimbabwe being promoted by USAID-STAMP, help reduce the amount of time and energy women spend weeding. Analysis by the USAID-STAMP team found that weed wipes can save women up to 39 labor-days per hectare – time that can be spent on other income-generating or household activities. The weed wipes provide many advantages to female farmers including:

- Light and easy to use
- Inexpensive (\$33)
- Increased operator safety (no pesticide leaks)
- Increased crop safety (no herbicide drift normally experienced with knap sacks)
- Water conservation (25 liters per hectare versus the 150 liters used with knapsacks)
- Less labor intensive (one person can complete one hectare in a day)

- Durable (can last three to five seasons)

At the conclusion of these field days, one of the female farmers identified as a top paprika producer, Farasia Gumbanjera, thanked USAID-STAMP and program partner Hyveld. “Hyveld is the best company to produce paprika for...I feel very much encouraged to work harder even at this old age. I will produce more paprika next season,” she said.

3.3.2 Health and Nutrition

USAID-STAMP is working with partners Action Contre la Faim (ACF) and Family AIDS Caring Trust (FACT) to ensure beneficiary farmers are supported not only with the agricultural knowledge they need to grow more food and make more money, but with the health and nutrition knowledge they need to keep their families healthy and happy.

ACF and FACT were successful and well-received in program-assisted farming communities. ACF worked with 10 village health workers who were trained to form health clubs and support groups. A support group consists of less than 15 farmers and deals with sensitive issues in small groups, such as the “Community Infant and Young Child Feeding” discussions. The health clubs, which are larger groups, focused on participatory health and hygiene education and household sanitation. FACT worked with their own trainers, who spent two days with each group in workshops demonstrating healthy foods, nutritious meals, sanitation, disease identification, and management.

The two organizations liaised closely with and had the full support of the Ministry of Health and Child Welfare (MoHCW), District Water and Sanitation Sub-Committees (DWSSC), Rural District Councils and Agritex officers. The total number of participants attending the 143 ACF and FACT training events was 6,990 and 1,331 respectively. The total number of unique trainings in health and nutrition was 2,413 (71 percent women).

After working with beneficiary farmers for more than six months, ACF spent this quarter conducting village and ward competitions to assess the knowledge gained from training activities and begin handing over project ownership to participating communities. Results from these assessments, and those conducted by FACT, will be discussed in the final report.

3.3.3 Environment

This quarter, as part of an ongoing process to assess the environmental impact of the USAID-STAMP program, the field assessment forms that were submitted in Annex I of the Environmental Management and Monitoring Plan (EMMP) have been completed by program agronomists in all program areas. The agronomists evaluated the impact of land preparation, fertilization, irrigation, pesticide application, and implementation of good agricultural practices, including integrated pest management. During this evaluation process, several key points were noted:

- The assessment ratings were found to be subjective despite the field team receiving training on proper use of the forms. Each agronomist brought a different perspective based on their unique experiences and USAID-STAMP would recommend that, in the future, these forms all be completed by one individual to ensure consistency.
- Irrigation had very little impact on the program’s environmental footprint as many of USAID-STAMP’s beneficiaries do not irrigate their crops and those that do (in Bende, for example) have already realized the importance of water conservation.
- As most of the farmers do not have the finances to purchase pesticides, they have mainly relied on cultural control measures such as rotations, trellising, mulching, physical removal, rogueing, and appropriate plant spacing. Their ability to clearly identify insects and diseases and link these to potential yield reductions is limited. As a result, USAID-STAMP conducted a series of training sessions on pest and disease identification. Visual aids such as enlarged laminated pictures of insects and diseases were used during these sessions, as well as live examples taken from nearby fields. In the focus group discussions held at the end of the season, the farmers mention this training as one of the most effective.

- USAID-STAMP found limited knowledge of sprayer maintenance and safe use of pesticides among beneficiary farmers. Specialist consultants were subsequently hired to train all growers in Bende and Chipinge as previous trainings had primarily targeted the 20 spray operators that had received full protective clothing. These trainings were conducted in the third quarter so impact of training could not be established prior to project closeout. The training sessions were practical and gave farmers an opportunity to repair their own knapsacks, get contacts for knapsack spare parts, and understand the importance of correct pesticide application not only to the environment but also to their net incomes.

4. LESSONS LEARNED

- Having the opportunity to work with both partner and lead farmers for two seasons has seen an improvement in the achievement of project goals. The partner, Extracts Inc., was more proactive in timely input distribution, provided regular M&E update documentation, and field staff worked better with the lead farmers. The program held strategic monthly meetings with lead farmers at the beginning of the season to create a greater level of unity among the beneficiaries due to improved communication and technical assistance.
- Training needs to be combined with credit support in order to have greater impact on rural households. In the case of paprika, the purchase of plastic combined with training in postharvest handling had a significant impact on the quality of paprika sold. In the previous season, the farmers only received training. However, purchasing the most inexpensive plastic for the price-sensitive farmers may not be a long-term solution as the recycled plastic is already deteriorating after a few months of being exposed to the elements.
- Many farmers commented that the current input credit for fertilizers was too low even for 0.25 hectares. The average area of paprika produced by smallholder farmers is 0.45 hectares. Where farmers have applied their own additional fertilizer, greater yields have been achieved as opposed to farmers who have taken the fertilizer and spread it over larger areas. The farmers requested enough fertilizer for their entire plot (which they plan to plant at a rate of 500 kilogram per hectare). This would help ease the logistical burden of input distribution and paprika collection. However, it will entail a more stringent selection of beneficiaries at the beginning of the season to ensure only farmers that have performed consistently well in the past are chosen.
- Extracts' buying model needs to be modified to improve efficiency; they are currently unable to buy from all program growers in a timely manner. Most of the early season purchases are self-financed, and this money is only spent in one or two districts, while other production areas wait up to four months before Extracts is able to purchase their harvested crop. The personnel on the ground are spread too thin and more use needs to be made of the lead farmers.
- Demonstration plots provide key information on grower capabilities, climatic restrictions, and local markets.
- Health and nutrition trainings in Chipinge have been embraced by the Apostolic sect who have traditionally resisted government health programs such as immunization. Their religious beliefs preclude them from taking medicine or delivering babies in hospitals. An Apostolic village health worker in Kweneu village is making strides on bringing his fellow believers to health and nutrition training sessions.
- The USAID-STAMP health and hygiene trainings have been successfully embraced across communities with attendance often exceeding 100 people, many of whom walked long distances to attend the training. One of the main reasons for the success is the early involvement of local authorities, who participated in the development, implementation, and monitoring of these initiatives.

5. CHALLENGES AND CONSTRAINTS

Potato Seed: There were many challenges experienced during the course of last season with potatoes purchased from the Seed Potato Co-op (SPC) rotting in the pockets as well as in the fields. Initial discussions with SPC resulted in replacement of 10 percent of the seed, but it was difficult to prove liability as many of the growers were first time smallholder farmers. In recent discussions with large-scale potato producers, the program learned this was a more widespread problem that has tarnished the reputation of SPC. This is the first time SPC has faced widespread problems as a result of one of its major suppliers of seed potatoes changing the system used to clean and grade his seed. There is now competition from local organizations who have registered a high-yielding variety called Mondial, which might be a suitable alternative for seed purchase.

Input Cost Recovery: USAID-STAMP's current model relies on the partner to recover input costs through collection of the crop and the funds being paid into USAID-STAMP account. However, the commercial buyers have been problematic to work with and are not proactive in input cost recovery. Even though there are signed agreements in place with these organizations, there is no legal recourse to ensure their compliance.

Grower Contracts: The program has trained smallholder farmers in contract farming and the importance of adhering to a signed contract. However, there seems to be a serious lack of commitment from commercial buyers in adhering to these same contracts, especially during times of high market pressure. They withdraw their buyers from the field with little thought to the smallholder farmers who have no legal recourse to enforce the conditions of the contract.

Impact of Funerals: FACT faced significant challenges when a scheduled two-day workshop conflicted with a funeral in the community. Traditional funerals are attended by entire villages and can often last three or more days. As a result, FACT's training had to be rescheduled on several occasions due to a lack of participants.

6. NETWORKING AND COLLABORATIONS

Partnerships, networking, and collaboration with agribusiness companies and nongovernmental organizations are integral parts of Fintrac's approach for USAID-STAMP. Details of these partners and activities are provided throughout this report.

In-depth discussions and field visits have been held with Zim-AIED personnel during May and June with regard to exploring opportunities of incorporating USAID-STAMP beneficiaries into the longer-term program. USAID-STAMP has also facilitated meetings between the five commercial partners and Zim-AIED to make initial introductions.

Discussions with the African Development Fund (ADF) program support specialist are ongoing in connection with their potential paprika program in Nyanga. To date, ADF has given an initial grant for capacity building of smallholder farmers in the areas of finance management, reporting systems, and group organization. One of the major outcomes expected from this training is a business plan that the farmers will need to submit before they get further funding. Crop selection is still underway, but initial conversations indicate a preference for flowers and paprika. Paprika farmers have already prepared a business plan that will be presented to ADF in July. Feedback gathered from the field on ADF's historical cost recovery mechanisms has been mixed and conflicting. ADF plans to work with 850 farmers from USAID-STAMP and Zim-AIED program areas.

Following USAID-STAMP's presentation at USAID's May quarterly meeting, the team presented lessons learned on contract farming and cost recovery mechanisms to members of the Promoting Recovery in Zimbabwe (PRIZE) team.

USAID-STAMP, through its partner ACF, continues to participate in various health forums at the national and regional level to share experiences on appropriate and technically-sound interventions. In this way, ACF maintained open channels of communication and contacts with a wide range of stakeholders through different forums including the Provincial and district water and sanitation sub-committees and nutrition cluster. Information on program locations was shared with partners at the national level through the FAO data collection system and at the district level stakeholder meetings organized by the Rural District Council, which included other NGOs, the District Development Fund, and AGRITEX.

7. CONCLUSION

USAID-STAMP has made major strides in this last and final quarter in meeting the ambitious targets set at the beginning of program despite protracted delays in receiving approval to operate from the Zimbabwean government. USAID-STAMP has seven partner fund agreements that have impacted the lives of smallholder farmers in Manicaland and Mashonaland East not only through increased incomes but also through health and nutrition activities.

This quarter, USAID-STAMP trained 1,153 unique smallholders during 75 training events on topics as diverse as safe use of pesticides, knapsack calibration and maintenance, and postharvest handling. Nearly half of these participants (49 percent) were women, representing USAID-STAMP's tireless commitment to gender integration and social inclusion. The total unique number of people trained to date for FY2012 is 6,339.

Full results will be included in the final report once all information has been collated from the closeout survey. Early data collected from partners and beneficiaries indicate significant impact on both incomes and improved health and nutrition in the target districts.

ANNEX I: PROGRESS AGAINST INDICATORS

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
4.5.1-24 (CBLD 24): Numbers of Policies/Regulations/Administrative Procedures in each of the following stages of development as a result of USG assistance in each case: (Stage 1/2/3/4/5)											
Stage 1 of 5 Number of policies / regulations / administrative procedures analyzed											
Agricultural sector-wide											
Climate change adaptation or natural resource management (NRM) (ag-related)											
Food security/vulnerable											
Inputs											
Macroeconomic											
Outputs											
Research, extension, information, and other public service											
Disaggregates Not Available											
Stage 2 of 5 Number of policies / regulations / administrative procedures drafted and presented for public/stakeholder consultation											
Agricultural sector-wide											
Climate change adaptation or natural resource management (NRM) (ag-related)											
Food security/vulnerable											
Inputs											
Macroeconomic											
Outputs											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Research, extension, information, and other public service											
Disaggregates Not Available											
Stage 3 of 5 Number of policies / regulations / administrative procedures presented for legislation/decrees											
Agricultural sector-wide											
Climate change adaptation or natural resource management (NRM) (ag-related)											
Food security/vulnerable											
Inputs											
Macroeconomic											
Outputs											
Research, extension, information, and other public service											
Disaggregates Not Available											
Stage 4 of 5 Number of policies / regulations / administrative procedures prepared with USG assistance passed/approved											
Agricultural sector-wide											
Climate change adaptation or natural resource management (NRM) (ag-related)											
Food security/vulnerable											
Inputs											
Macroeconomic											
Outputs											
Research, extension, information, and other public service											
Disaggregates Not Available											
Stage 5 of 5 Number of policies / regulations / administrative procedures passed for which implementation has begun											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Agricultural sector-wide											
Climate change adaptation or natural resource management (NRM) (ag-related)											
Food security/vulnerable											
Inputs											
Macroeconomic											
Outputs											
Research, extension, information, and other public service											
Disaggregates Not Available											
Disaggregates Not Available											
Agricultural sector-wide											
Climate change adaptation or natural resource management (NRM) (ag-related)											
Food security/vulnerable											
Inputs											
Macroeconomic											
Outputs											
Research, extension, information, and other public service											
Disaggregates Not Available											
4.5 (2): Number of jobs attributed to FTF implementation											
Female											
Continuing											
Rural											
Urban											
Disaggregates Not Available											
New											
Rural											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Urban											
Disaggregates Not Available											
Disaggregates Not Available											
Rural											
Urban											
Disaggregates Not Available											
Male											
Continuing											
Rural											
Urban											
Disaggregates Not Available											
New											
Rural											
Urban											
Disaggregates Not Available											
Disaggregates Not Available											
Rural											
Urban											
Disaggregates Not Available											
Disaggregates Not Available											
Continuing											
Rural											
Urban											
Disaggregates Not Available											
New											
Rural											
Urban											
Disaggregates Not Available											
Disaggregates Not Available											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Rural											
Urban											
Disaggregates Not Available											
4.5 (4): Gross margin per unit of land, kilogram, or animal of selected product (crops/animals selected varies by country)											
4-a Paprika	529			747							
4-b Banana	987			1481							
4-c Potato	3837			5755							
4.5 (12): Percentage of national budget invested in agriculture	%	%	%	%					%		
Numerator: The total number of points scored											
Denominator: The total number of points possible											
4.5.2 (2): Number of hectares under improved technologies or management practices as a result of USG assistance					4619.2			0	4619.2		
Continuing	0	1948			2559.2	0	0	0	2559.2		
animal genetics											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
climate mitigation or adaptation											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
crop genetics											
Association-applied											
Female											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Male											
Disaggregates Not Available	0				514.4	0			514.4		
disease management											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
fishing gear/technique											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
other											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
pest management											
Association-applied											
Female											
Male											
Disaggregates Not Available	0				515	0			515		
post-harvest handling and storage											
Association-applied											
Female											
Male											
Disaggregates Not Available	0				501	0			501		
processing											
Association-applied											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Female											
Male											
Disaggregates Not Available	0										
soil-related											
Association-applied											
Female											
Male											
Disaggregates Not Available	0				514.4	0			514.4		
total w/one or more improved technology											
Association-applied											
Female											
Male											
Disaggregates Not Available	0				514.4	0			514.4		
water management											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
Disaggregates Not Available	0										
Association-applied											
Female											
Male											
Disaggregates Not Available											
New				1948	2060	0	0	0	2060		
animal genetics											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
climate mitigation or adaptation											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
crop genetics											
Association-applied											
Female											
Male											
Disaggregates Not Available	0				515	0			515		
disease management											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
fishing gear/technique											
Association-applied											
Female											
Male											
Disaggregates Not Available											
other											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
pest management											
Association-applied											
Female											
Male											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Disaggregates Not Available	0				515	0			515		
post-harvest handling and storage											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
processing											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
soil-related											
Association-applied											
Female											
Male											
Disaggregates Not Available	0				515	0			515		
total w/one or more improved technology											
Association-applied											
Female											
Male											
Disaggregates Not Available	0				515	0			515		
water management											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
Disaggregates Not Available											
Association-applied											
Female											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Male											
Disaggregates Not Available	0										
Disaggregates Not Available	0										
animal genetics											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
climate mitigation or adaptation											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
crop genetics											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
disease management											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
fishing gear/technique											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
other											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
pest management											
Association-applied											
Female											
Male											
Disaggregates Not Available											
post-harvest handling and storage											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
processing											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
soil-related											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
total w/one or more improved technology											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
water management											
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
Disaggregates Not Available	0										
Association-applied											
Female											
Male											
Disaggregates Not Available	0										
4.5.2 (5): Number of farmers and others who have applied new technologies or management practices as a result of USG assistance				7,861	776	0	0	0	776		
Continuing	0										
Female			1,853								
Male			2,008								
Disaggregates Not Available	0										
New				7,861	776	0	0	0	776		
Female				3,773	411	0			411		
Male				4,088	365	0			365		
Disaggregates Not Available	0										
Disaggregates Not Available	0	4,000									
Female											
Male											
Disaggregates Not Available	0										
4.5.2 (7): Number of individuals who have received USG supported short-term agricultural sector productivity or food security training				8,000	1,587	3,599	1,153	0	6,339		
Female	0			1,920	737	1,914	563	0	3,214		
People in firms	0										

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
People in government	0										
Producers	0		1,853	1,920	737	1914	563		3214		
Disaggregates Not Available	0										
Male	0			2,080	850	1,685	590	0	3,125		
People in firms	0										
People in government	0										
Producers	0		2,008	2,080	850	1685	590		3125		
Disaggregates Not Available	0										
Disaggregates Not Available	0			4,000	0	0	0	0	0		
People in firms	0		386	400							
People in government	0										
Producers	0	4,000	3,475	3,600	0						
Disaggregates Not Available	0										
4.5.2 (11): Number of food security private enterprises (for profit), producers organizations, water users associations, women's groups, trade and business associations, and community-based organizations (CBOs) receiving USG assistance				5	0	0	0	0	0		
Community-based organizations (CBOs)	0			0	0	0	0	0	0		
Continuing			1	0							
New											
Disaggregates Not Available	0										
Private enterprises (for profit)				0	0	0	0	0	0		
Continuing											
New											
Disaggregates Not Available	0										
Producers organizations	0			2	0	0	0	0	0		
Continuing		5	2	2							
New											
Disaggregates Not Available											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Trade and business associations				2	0	0	0	0	0		
Continuing			2	2							
New											
Disaggregates Not Available	0										
Water users associations				1	0	0	0	0	0		
Continuing			1	1							
New											
Disaggregates Not Available	0										
Women's groups				0	0	0	0	0	0		
Continuing											
New											
Disaggregates Not Available	0										
Disaggregates Not Available				0	0	0	0	0	0		
Continuing											
New											
Disaggregates Not Available	0										
4.5.2 (13): Number of rural households benefiting directly from USG interventions			4,454	8,954	776	0	488	0	1,264		
Child No Adults (CNA)	0			0	0	0	0	0	0		
Continuing											
New											
Disaggregates Not Available											
Female no male (FNM)	0			1,791	83	0	68	0	151		
Continuing			891	1,791							
New					83	0	68		151		
Disaggregates Not Available											
Male and female (M&F)	0			6,984	631	0	405	0	1,036		
Continuing			3,474	6,984							
New					631	0	405		1,036		

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Disaggregates Not Available											
Male no female (MNF)	0			179	62	0	15	0	77		
Continuing			89	179							
New					62	0	15		77		
Disaggregates Not Available											
Disaggregates Not Available		4000		0	0	0	0	0	0		
Continuing	0										
New	0										
Disaggregates Not Available											
4.5.2 (23): Value of incremental sales (collected at farm- level) attributed to FTF implementation				\$240,245.00	\$ -	\$ -	\$ -	\$ -	\$ -		
23a - Horticulture	\$1,726,000.00	\$ 680,000.00	\$ 680,000.00	\$ 240,245.00							
23b - Animal products											
23c - Cereals											
23d - Oilseed											
23e - Dry grain, pulses & legumes											
23f - Roots, tubers & other staples											
23g - Other											
4.5.2 (29): Value of Agricultural and Rural Loans											
Local traders/assemblers											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Others											
Female											
Joint											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Male											
n/a											
Disaggregates Not Available											
Producers											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Wholesalers/processors											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Disaggregates Not Available											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
4.5.2 (37): Number of MSMEs receiving business development services from USG assisted sources											
Medium											
Agricultural producer											
Female											
Joint											
Male											
n/a											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Disaggregates Not Available											
Input supplier											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Non agriculture											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Other											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Output processor											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Trader											
Female											
Joint											
Male											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
n/a											
Disaggregates Not Available											
Disaggregates Not Available											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Micro											
Agricultural producer											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Input supplier											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Non agriculture											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Other											
Female											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Joint											
Male											
n/a											
Disaggregates Not Available											
Output processor											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Trader											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Disaggregates Not Available											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Small											
Agricultural producer											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Input supplier											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Non agriculture											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Other											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Output processor											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Trader											
Female											
Joint											
Male											
n/a											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Disaggregates Not Available											
Disaggregates Not Available											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Disaggregates Not Available											
Agricultural producer											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Input supplier											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Non agriculture											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Other											
Female											
Joint											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Male											
n/a											
Disaggregates Not Available											
Output processor											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Trader											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
Disaggregates Not Available											
Female											
Joint											
Male											
n/a											
Disaggregates Not Available											
4.5.2 (38): Value of new private sector investment in the agriculture sector or food chain leveraged by FTF implementation											
4.5.2 (42): Number of private enterprises (for profit), producers organizations, water users associations, women's groups, trade and business associations, and community-based organizations (CBOs) that applied new technologies or management practices as a result of USG assistance				4	0	0	0	0	0		
Community-based organizations (CBOs)	0			0	0	0	0	0	0		
Continuing											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
New											
Disaggregates Not Available											
Private enterprises (for profit)	0			0	0	0	0	0	0		
Continuing											
New											
Disaggregates Not Available											
Producers organizations	0			2	0	0	0	0	0		
Continuing			2	2							
New		5									
Disaggregates Not Available											
Trade and business associations	0			1	0	0	0	0	0		
Continuing			1	1							
New											
Disaggregates Not Available											
Water users associations	0			1	0	0	0	0	0		
Continuing			1	1							
New											
Disaggregates Not Available											
Women's groups	0			0	0	0	0	0	0		
Continuing											
New											
Disaggregates Not Available											
Disaggregates Not Available	0			0	0	0	0	0	0		
Continuing											
New											
Disaggregates Not Available											

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
4.5.2 (43): Number of firms (excluding farms) or CSOs engaged in agricultural and food security-related manufacturing and services now operating more profitably (at or above cost) because of USG assistance											
# of firms that were already operating profitably in the business cycle, but are now operating more profitably because of USG assistance (costs<revenue)											
# of firms that were operating at a loss (costs>revenue) in the last business cycle before USG assistance											
Disaggregates Not Available											

STAMP Additional Indicators											
STAMP I.1 Number of people benefiting from USG supported social assistance programming	0	20,000		230	3,880	0	2,440	0	6,320		
New	0			230	3,880	0	2,440		6,320		
Continuing	0		22,270			0			0		
STAMP I.2 Percentage change in on farm net incomes of program assisted farmers	1,726,000	50		50	0	0	0	0	0		
				50							
Paprika	246,000		113								
Banana	1,480,000										
Potatoes	0										
STAMP I.3 Percentage change in yield of targeted crops/products				50	0	0	0	0	0		
Paprika	1,835		16								
Banana	7,802										
Potatoes	0										
STAMP I.4 Percentage change in costs of production per unit		-5		-10	0	0	0	0	0		
Paprika	0.53		9								

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
Banana	0.003										
Potatoes	0										
STAMP 1.5 Number of farmers engaged in contract farming				0	890	0	0	0	890		
Paprika	0										
Banana	0										
Potatoes	0										
New				0	890	0	0	0	890		
Women					438	0			438		
Men					452	0			452		
Disaggregation not available		1,125		0							
Continuing				0	0	0	0	0	0		
Women											
Men											
Disaggregation not available			1,791								
STAMP 1.6 Value of farm sales by all direct program assisted farmers				1,490,000	0	0	0	0	0		
All crops	2,551,635	1,560,000	753,029	1,490,000							
STAMP 1.7 Value of new client and counter parts investment USD		420,000	304,659	130,000	128,470	37,886	26,589		192,945		
Tanganda	0			67,080	7,760	16,625.99	1,037.29		25,423		
Zimflora	0			26,290	13,412	4,792.33	3,429.07		21,633		
Hyveld	0			223,000	56,453	16,467.83	13,124.64		86,046		
Seed Potato Co-op	0			10,613			8,997.62		8,998		
Rusitu valley Fresh produce	0			70,300	50,845				50,845		
Fact	0			0							
ACF	0			0							
STAMP 1.8 Percentage leadership roles in producer groups held by women				25	24	33	34	0	29		
	0	25	21	25	24	33	34		30		

Indicator / Disaggregation	Baseline Value	2011		2012						2013	2014
		Target	Actual	Target	Actuals					Target	Target
		Updated	Updated	Updated	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Totals Q1+Q2+Q3+Q4	PPR	PPR
STAMP 1.9 Percentage of women participating in training events				40	46	53	49	0	51		
	0	40	47	40	46	53	49		49		
	0										
STAMP 1.10 Number of public private partnership formed as a result of USG assistance				5	5	0	0	0	5		
New	0	5		0	0						
Continuing	0	5	5	5	5	0			5		
STAMP 1.11 Number of partner CBO/NGOs providing health /nutrition services to program farmers				3	0	2	0	0	2		
New	0					2					
Continuing	0	3	0	3	0	0					
STAMP 1.12 Number of people receiving short term training on health, nutrition and hygiene				1900			2413		2413		
Females	0						1719		1719		
Males	0						694		694		
STAMP 1.13 Percent farmers trained that have improved knowledge in health, nutrition and hygiene											
STAMP 1.14 Net Present Value for Perennial Crops											
Macadamia											
Protea											

ANNEX II: LIST OF PRODUCE BUYERS

Company	Products	Contact and Title	Telephone	Email
Extracts	Paprika	Trevor Hedges	0772213991	trevor.hedges@yahoo.com
Interfresh	Bananas Fresh vegetables	Stanley Dongo	758520-40	wfsales@interfresh.co.zw
Harare Produce Sales	Fruit and vegetables	Newton Jaravani	661114/5	hpsnew@zol.co.zw
Rusitu Valley Fresh Produce	Bananas	Mike Mataure	4498270/443074 0772875272	mmataure@mweb.co.zw
Selby Enterprises	Mange tout; sugar snaps; fine beans; baby corn, potatoes	Adam Selby (Director)	0772250348; 2930490/4	adam@selbyzim.com
Sunspun	Bananas, fresh vegetables	N. Mitchell	665628/9	sunspun@africaonline.co.zw
Tanganda	Potatoes	Tim Fennel	703786 07741532496	tobyfennell@gmail.com
The Potato Seed Co-op	Seed Potato	Cain Manzira	0772909477	seedspud@mweb.co.zw
Zimflex/ ZimFlora	Flowers; proteas	Nicki Archer, Bruce Laver	0772515719; 575541/ 575651	nicki@zimflower.co.zw

ANNEX III: SUCCESS STORIES

SNAPSHOT

Agricultural Fair Improves Access to Inputs for Rural Farmers

Agricultural fair introduces farmers to input suppliers and credit facilities, which were previously nearly impossible to access.



Photo by Fintrac Inc.

Smallholder growers learn about new credit and financing options available offered by Trust Bank at the trade fair in Bende. The farmers were able to purchase necessary supplies and network with suppliers and financiers.

“We need another day like this after harvesting time for us to buy all these useful items...this has never happened in Bende before. This project is bringing meaningful development to this community.”

Josiah Mugano, smallholder farmer

Despite increases in yields and sales, smallholder potato farmers in the remote Bende area are having trouble accessing the inputs they need to continue improving their crops.

The USAID Smallholder Technology and Access to Markets Program (STAMP) is working with both the rural producers and agricultural input suppliers to improve access to the credit, seeds, and fertilizers farmers need to succeed, benefitting both parties.

To facilitate this access, USAID-STAMP organized a small agricultural fair in with 16 suppliers, buyers, and banks, who displayed their products and services to 177 potato growers.

The program has been working with these growers since September 2011, helping them improve their production practices and linking them with a buyer, Seed Potato Co-op. Their remote location, however, had made it difficult for these growers to purchase additional inputs such as seed, fertilizers, and protective clothing.

At the recent event, these smallholder growers met with representatives from seed companies; fertilizer and chemical suppliers; irrigation and spray equipment suppliers; and packaging distributors to discuss prices and supply of inputs and equipment. The event helped both the farmers and suppliers realize the potential value of doing business together.

Suppliers expressed interest in tapping into this emerging market. Bank representatives showed willingness to extend credit to the farmers for the next potato growing season. The suppliers were also able to network amongst themselves, building relationships and discussing shared delivery options for goods bound for Bende.

For their part, the farmers were thrilled, purchasing a number of items on the spot and arranging for future purchases. The most popular items were irrigation spare parts, power generators, and potato packaging materials.

Josiah Mugano purchased seeds and pesticides and is looking forward to future events. “We need another day like this after the potato harvest. This project is bringing meaningful development to the community,” he said.

USAID-STAMP is confident events such as this one help build sustainable relationships that serve as a platform for additional suppliers and credit providers to begin working with smallholder farmers, further expanding the availability of finance and inputs, and increasing farmer productivity and incomes.

SNAPSHOT

Macadamias Transform Subsistence Farming

With effective technical assistance and support, small-scale farmers can grow and produce macadamias on par with commercial farms.



Photo by Fintrac Inc.

Lucious Mhlanga proudly displays his healthy macadamia plant. Mhlanga could earn more than \$600 a year from his 0.1 hectare plot, creating a sustainable and profitable farming business for his family.

“This is my investment bank for my children and my grandchildren.”

Lucious Mhlanga, smallholder farmer

USAID's Smallholder Technology and Access to Markets Program (STAMP) has been working with 160 communal farmers in rural Chipinge district for the past 21 months, helping them establish 0.1 hectare plots of high-value macadamia plants.

Macadamias have the dual benefit of being both nutritious and lucrative, presenting ways to improve health and earning potential. Macadamias can provide a gross margin return of \$6,184 per hectare when in full production.

These farmers had previously been growing maize and small vegetable crops for home consumption. They also grew tea for sale to Tanganda, but were not earning much due to low tea prices and had abandoned their tea plantations.

With support from USAID-STAMP, the farmers are receiving seedlings and fertilizer from program partner Tanganda. USAID-STAMP agronomists provide ongoing technical assistance in agronomic best practices. The farmers learned to prepare their fields using good agricultural practices such as mulching and composting, which help improve yields and quality.

The crop is still growing, and the first harvest is expected in three to four months. Farmers are enthusiastic about their earning potential thanks to a strong national and international market. They have expressed interest in expanding their macadamia plantations using their new income.

To ensure year round income and food security, the farmers are also planting maize, sweet potatoes, and fruit trees, employing the same good agricultural practices they learned from USAID-STAMP.

Smallholder Lucious Mhlanga is optimistic about his farming business, expressing delight that he can grow high-value crops he previously thought out of his league.

“I am happy to be a part of this project. It is like a dream come true,” he said. “I always thought macadamias were only grown by big companies like Tanganda and Makandi. This is like my investment bank for my children and my grandchildren.”

The farmers expect to pick around 1,200 kilograms per hectare during their first harvest, a number that is expected to jump to 3,000-5,000 kilograms in subsequent years. The average price on the local and international market is \$2.00 per kilogram, meaning these previously subsistence-level farmers could earn more than \$10,000 per year when their macadamia crops are in full production.

SNAPSHOT

Female Paprika Farmers Prove Excellent Leaders

With support from USAID-STAMP, female farmers are improving the productivity and quality of high-value paprika crops.



Photo by Fintrac Inc.

Rose Kunamira won first prize at a recent paprika field day. She is one of the most productive farmers in her area, producing the equivalent of 1,600 kilograms per hectare.

“I am impressed with the results to date...We would not have achieved these results without the STAMP team.”

Dumisani Masuku

Field officer, Hyveld

As part of its goal to increase incomes and food security for smallholder farmers, the USAID Smallholder Technology and Access to Markets Program (STAMP) is helping growers diversify into high-value crops such as paprika.

The farmers have been linked with a buyer, Hyveld, and are receiving inputs. By having access to a reliable and fair market, the farmers are in a position to earn substantial incomes, moving many of them away from subsistence farming. USAID-STAMP agronomists also provide technical support, introducing good agricultural practices, such as mulching and crop rotation, and teach farmers to view farming as a business rather than an occupation.

The Kuguta Kushanda producer group in Chiendambuya is led by a female farmer, Marrian Chirara, who oversees the 55 farmers in her group. “I initially found it difficult to work with the farmers, but I eventually managed to do so with the support of my husband, other female members of the group, and the Hyveld and USAID-STAMP agronomists,” she said.

Gender mainstreaming is a key objective under USAID-STAMP, and female leaders in traditionally male-dominated regions go a long way in motivating other female farmers to participate in program activities.

Chirara has proven to be a strong leader, encouraging farmers in her group to attend trainings and fulfill their obligations. As of June 2012, 40 of the 55 farmers in her group had repaid their input credits in full, and with several months still left in the growing season, the remaining 15 farmers are also likely to repay their loans. Because their training included financial planning and basic business skills, the farmers fully understand their responsibilities in a contract farming agreement.

Rose Kunamira, a member of another paprika producer group, is a single mother struggling to support her family. By applying fertilizers the way program agronomists taught her, she yielded 400 kilograms of grade A paprika from 0.25 hectares, which is nearly double what other paprika farmers’ average yield.

Kunamira is proving to be one of the most productive farmers in her area. She recently won a weed wiper – a simple tool that helps apply herbicide efficiently and evenly – for placing first at a paprika field day.

She was very proud of her win, especially after narrowly losing to her uncle at the last field day. “I am going to work hard next year to achieve even higher yields,” she said.

Dumisani Masuku, a Hyveld field officer, is impressed with the production coming from Chiendambuya. “The quality of produce packed is much higher this year – there is better distinction between the grades and few contaminants,” he said. “We would not have achieved these results without the USAID-STAMP team.”

**Smallholder Technology and Access
to Markets Program
(USAID-STAMP)**

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